

Message Text

UNCLASSIFIED

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21

ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 /030 W
----- 029031

R 060630Z AUG 76
FM USINT BAGHDAD
TO AMEMBASSY ATHENS
USDOC WASHDC
INFO SECSTATE WASHDC 3452
AMEMBASSY ABU DHABI
AMEMBASSY JIDDA
AMEMBASSY KUWAIT
AMEMBASSY LONDON
AMEMBASSY MANAMA
AMEMBASSY TEHRAN

UNCLAS BAGHDAD 1089

ATHENS FOR RTDO

USDOC FOR CAGNE (HADE AND BECK)

E.O.11652: N/A

TAGS: BEXP, GR, IZ

SUBJECT: US FIRMS WITH REGIONAL OFFICES IN ATHENS

REF: ATHENS 7855

1. NEW FIRMS LISTED REFTEL WITH BEST APPARENT PROSPECTS IN IRAQ
TO BE SALISBURY INTERNATIONAL, B.L.E. MYERS, D. AMCA, COMPUTER
SCIENCES AND UH.B. ZACHRY.

2. GEORGE BECK AND I BOTH KNOW RUDOLF F. BERGFELD, III
OF COMPUTER SCIENCES. HE IS FIRST RATE EXECUTIVE. I HAD
BEEN TOLD, HOWEVER, THAT BERGFELD WAS GOING TO LOCATE IN
CAIRO. SUGGEST USDOC AND/OR RTDO BRIEF BERGFELD ON TECHNICAL
SALES SEMINAR ON ELECTRONIC DATA PROCESSING EQUIPMENT SCHEDULED
FOR IRAQN, KUWAIT AND UAE FOR JANUARY 1977. (STATE 138664).

3. WE HAD ALSO HEARD THAT H.B. ZACHRY WAS PLANNING TO OPEN
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REGIONAL OFFICE IN IRAN.

4. CURRENT HEAD OF DEERE INCORPORATED BAGHDAD OFFICE (WILFRED BARRETO, INDIAN NATIONAL) IS BEING TRANSFERRED SOON TO ATHENS IN WHAT APPEARS TO BE DEERE EFFORT EITHER REGIONALIZE OR STRENGTHEN EXISTING NATIONAL OFFICE GREECE.

5. H.C. PRICE OF BARTLESVILLE, OKLAHOMA, IS, ACCORDING TO BAGHDAD OFFICE CHIEF KIETH (SIC) PHILLIPS WHO IS BEING TRANSFERRED TO LONDON SHORTLY, HIT UPON LONDON AS NEW REGIONAL OFFICE TO COVER MIDDLE EAST BECAUSE NEITHER ATHENS NOR AMMAN PLAYED HOST TO ENOUGH PIPELINE CONSTRUCTION COMPANIES WITH WHICH PRICE CULD SWAP INFORMATION.
KILLOUGH

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NNN

Message Attributes

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Disposition Approved on Date:
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Disposition Event:
Disposition History: n/a
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Margaret P. Grafeld
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